

Office Based Sales Manager – National - HP034

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Company: De Lacy Executive Limited

Location: United Kingdom

Category: other-general

This market leader within the ruminant feed sector are looking for an experienced telesales person to spearhead their office based sales function.

In this role you will be the driving force behind the office-based sales team, responsible for creating and driving direction, policy and procedure, thus setting the culture across your department. You will lead on people and performance management, training and spotting new opportunities to increase sales.

The successful candidate will be someone who has a proven track record in telesales and can bring best practice, as well as fresh ideas to the department. An agricultural background and an understanding of livestock inputs would be highly advantageous.

The role:

Devise and implement departmental policy, procedure and culture

Create sales strategy in conjunction with commercial objectives

Lead and manage office-based sales team

Recruit and train team

Generate leads

Directly sell full feed portfolio

Drive CRM use

Work closely with Marketing, Account Managers and Field Sales

What you will have:

Proven track record in telesales operation

Excellent communication skills

Leadership/performance management skills

Knowledge of the agricultural sector

Proactive

The package:

Competitive salary

Commission

How do I apply?

De Lacy Executive Recruitment will upload your CV to our database and retain some data about you in order to process your application.

Please be assured that all contact is treated in complete confidence and your details will not be passed to a third party without your prior permission. Please note that this advertisement is not a job description and you should satisfy yourself about the full details at interview.

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